

Message Text

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PAGE 01 LYON 00079 092134Z

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ACTION EUR-06

INFO OCT-01 ISO-00 EB-05 DRC-01 CIAE-00 INR-10 NSAE-00

RSC-01 /024 W

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R 091710Z MAY 74

FM AMCONSUL LYON

TO SECSTATE WASHDC 534

USDOC WASHDC

INFO AMEMBASSY PARIS

UNCLAS LYON 79

E.O. 11652: N/A

TAGS: BEXP, FR

SUBJECT: WTDR IML (PREVIOUSLY IMPORTATION MUSICAL LYONNAISE) SARL

REFERENCE USDOC 5825

1 ADDRESS 20BIS RUE JULIEN, 69003 LYON, PHONE : 843388, MESSRS
JEAN PAUL AND JEAN CLAUDE GRANGE, MANAGERS
2 FIRM ESTABLISHED IN 1969 UNDER THE
NAME IMPORTATION MUSICALE LYONNAIS WAS CHANGED INTO A LIMITED
LIABILITY COMPANY ON APRIL 1 1974 THEN IT TOOK ITS NEW NAME
IML. IT IS CAPITALIZED AT 50 THOUSAND FRANCS AND EMPLOYS
4 PERSONS. IT IMPORTS MUSICAL INSTRUMENTS FROM JAPAN,
ITALY, ENGLAND, SOUTH KOREA, POLAND, EASTERN GERMANY AND
DRUMS FROM THE UNITED STATES. IT DISTRIBUTES THEM
THROUGHOUT FRANCE THROUGH THREE AGENTS AND ITS TWO
AFFILIATES WHICH ARE RETAIL STORES LOCATED IN LYON:
MAISON DU PIANO FOUNDED IN 1941 AND OCCUPYING 8 PERSONS AND
SELLING PIANOS AND APARTMENT ORGANS, GRANGE MUSIQUE SARL FOUNDED
IN 1969, OCCUPYING 5 PERSONS AND SELLING GUITARS, DRUMS AND
OTHER MUSICAL INSTRUMENTS AND ACCESSORIES, BOTH
SHOPS WERE FOUNDED BY MR JEAN PAUL GRANGE. IML HAS ITS OFFICES
IN A MODERN HOUSE AND HAS SMALL WORKSHOP FOR ITS AFTER
SALE SERVICE AND FOR REPAIRS. IT EMPLOYS AN ELECTRONIC
TECHNICIAN AND AN ENGINEER. ITS VOLUME OF SALES IS REPORTED
TO BE OVER 4 MILLIONS FRANCS FROM APRIL 1 1973 TO MARCH 31 1974
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AND THE VOLUME OF SALES WITH THE TWO STORES IS REPORTED

TO BE OF APPROXIMATELY 8 MILLION FRANCS

3 FINANCIAL REFERENCES : BANQUE D'ESCOMPTE ET DE CREDIT, BARCLAYS
BANK LYON, CREDIT COMMERCIAL DE FRANCE, VILLEURBANNE, RHONE

4 NO AGENCY AGREEMENT

5 LOCAL CREDIT SOURCE STATES THAT CREDIT APPRAISAL IS GOOD,
COMMITMENTS ARE MET PUNCTUALLY, COMPANY RECOMMENDED AS A
SUITABLE TRADE CONTACT FOR US FIRMS

6 DATE OF INFO : 05/74 HARRINGTON

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